

Message Text

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PAGE 01 STATE 215451

10/14

ORIGIN NEA-10

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DRAFTED BY: NEA/ARP:MSTERNER

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CORRECTED COPY-CORRECT PARA 2 AND 3 ADDED

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R 310255Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY LONDON

AMEMBASSY DOHA

AMEMBASSY JIDDA

S E C R E T STATE 215451

C O R R E C T E D C O P Y - CORRECT PARA 2 AND 3 ADDED

FROM AMBASSADOR STERNER

E.O. 11652: GDS

TAGS: EGEN, TC

SUBJECT: DOING BUSINESS IN DUBAI

1. WHEN I PAID MY FAREWELL CALL ON UAE AMBASSADOR TO UK MAHDI TAJER IN LONDON AUGUST 26, I SAID ONE OF MY FEW DIS-APPOINTMENTS AS I CONCLUDED MY MISSION IN ABU DHABI WAS SLOWNESS WE HAD EXPERIENCED IN CREATING WELCOME ATMOSPHERE FOR AMERICAN FIRMS IN COMPETING FOR MAJOR PROJECTS IN DUBAI. TAJER ROSE TO THIS OPENING WITH SOME WARMTH. HE SAID IT WAS UNFORTUNATELY NOT EASY TO DO BUSINESS WITH AMERICAN FIRMS THESE DAYS. HE RELATED AS EXAMPLE UNNAMED US SENATOR WHO HE SAID HAD APPROACHED HIM SOMETIME BACK ABOUT A BIG DEAL IN QATAR. TAJER WAS TO HAVE ARRANGED

SECRET

SECRET

PAGE 02 STATE 215451

FINANCING, BUT WHEN LOCKHEED SCANDAL BROKE, TAJER SENT WORD TO SENATOR HE WAS NO LONGER INTERESTED, AS HE DID NOT WISH TO EXPOSE HIMSELF TO INDIGNITY OF BEING INVESTIGATED AT SOME FUTURE DATE. HE CLAIMED IRRITATION THAT SOME CHURCH COMMITTEE STAFFERS HAD RECENTLY COME TO DUBAI TO INQUIRE INTO TAJER'S AFFAIRS. TAJER WAS NOT THERE AND THESE PEOPLE HAD SEEN HIS ASSISTANT OSCAR MANDODY. ACCORDING TO TAJER QUESTIONS THEY ASKED MADE IT CLEAR THEIR OBJECTIVE WAS NOT SO MUCH GETTING FACTS ON SOME SPECIFIC CASE AS TRYING TO UNCOVER ANY DIRT ABOUT HIMSELF.

2. TAJER SAID HE REALLY COULD NOT UNDERSTAND US GOVERNMENT. DID WE GET PLEASURE AT DRAGGING SOME OF "YOUR BEST FRIENDS" THROUGH THE MUD? HE DECLARED HIMSELF AS ASTONISHED THAT WE HAD SO LITTLE REGARD FOR PRINCE BERNHARD AND (SIC) KING KHALID. I TOLD MAHDI I THOUGHT HE WAS OVERREACTING. WE WERE BEING SCRUPULOUSLY CAREFUL NOT TO MAKE PUBLIC NAMES OF ANY INDIVIDUALS UNLESS FOREIGN GOVERNMENTS THEMSELVES BROUGHT LEGAL PROCEEDINGS AGAINST THESE INDIVIDUALS. NOT SO, SAID TAJER WITH SOME HEAT, HIS NAME HAD ALREADY APPREARED ERRONEOUSLY AND LIBELOUSLY IN NEWSWEEK, AND IT CERTAINLY HADN'T LEAKED FROM DUBAI.

3. COMMENT: EMBASSY ABU DHABI WAS NOT AWARE OF CHURCH COMMITTEE MISSION TO DUBAI, (IF INDEED TAJER IS ACCURATE IN HIS STATEMENT OF THE FACTS) BUT IT GOES WITHOUT SAYING THAT THIS MANNER OF PROCEEDING IS NOT CALCULATED TO HELP OUR COMMERCIAL OBJECTIVES IN THE UAE. KISSINGER

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